

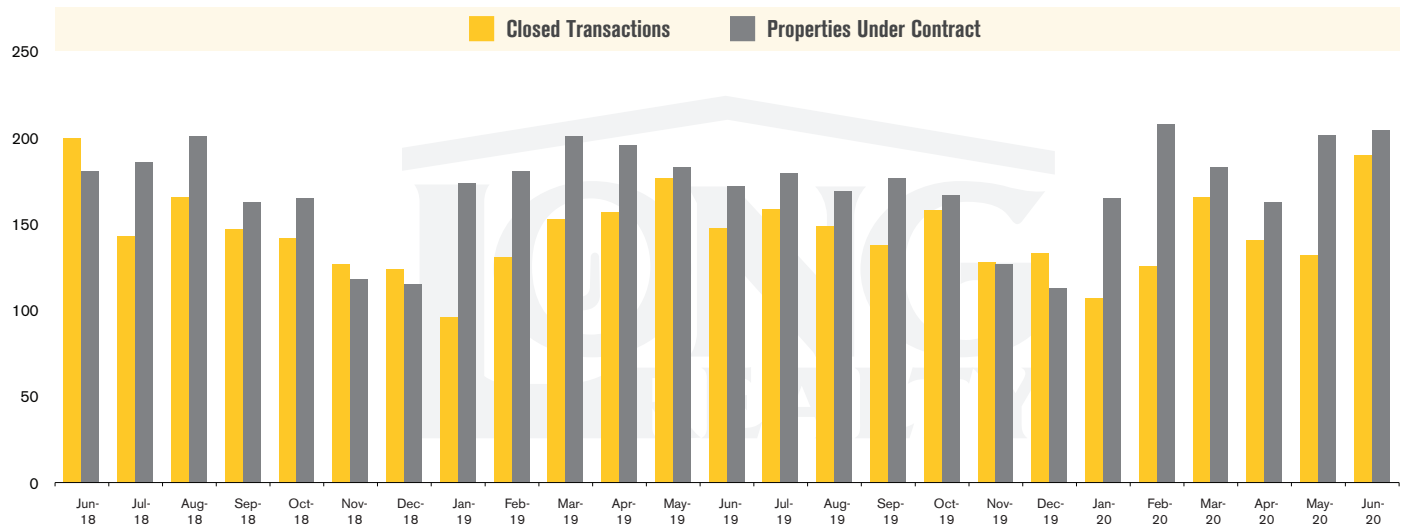
THE HOUSING REPORT

TUCSON EAST | JULY 2020

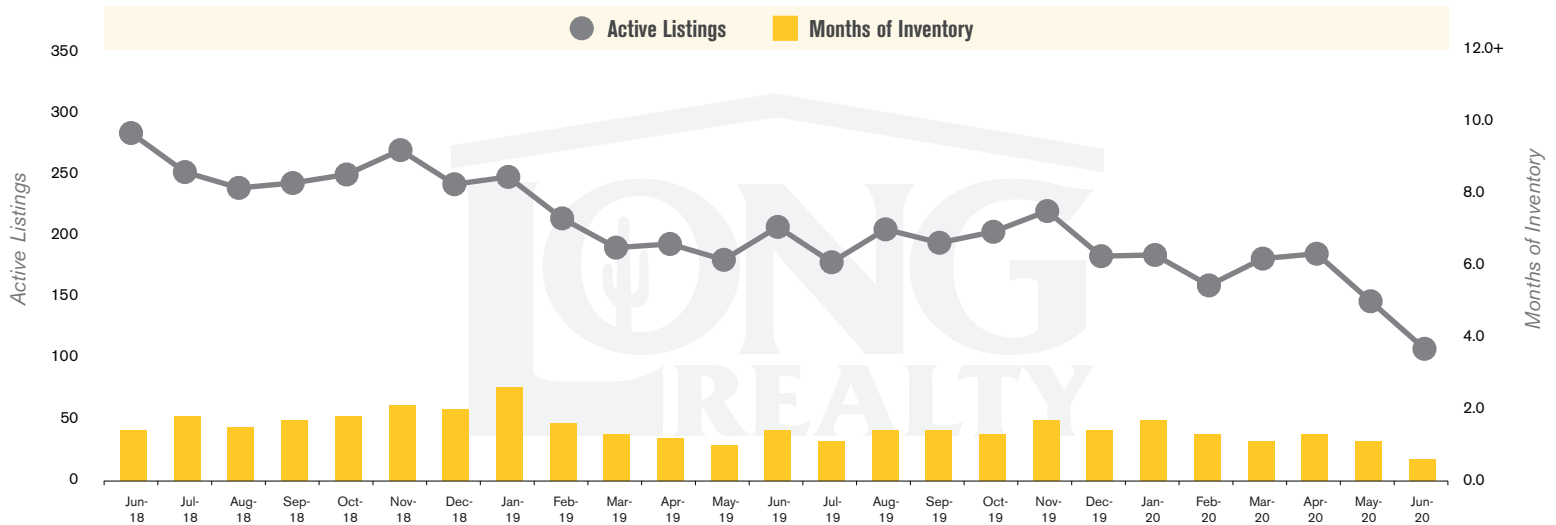


In the Tucson East area, June 2020 active inventory was 109, a 48% decrease from June 2019. There were 190 closings in June 2020, a 28% increase from June 2019. Year-to-date 2020 there were 904 closings, a 1% decrease from year-to-date 2019. Months of Inventory was .6, down from 1.4 in June 2019. Median price of sold homes was \$210,000 for the month of June 2020, up 5% from June 2019. The Tucson East area had 205 new properties under contract in June 2020, up 19% from June 2019.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT (TUCSON EAST)



ACTIVE LISTINGS AND MONTHS OF INVENTORY (TUCSON EAST)



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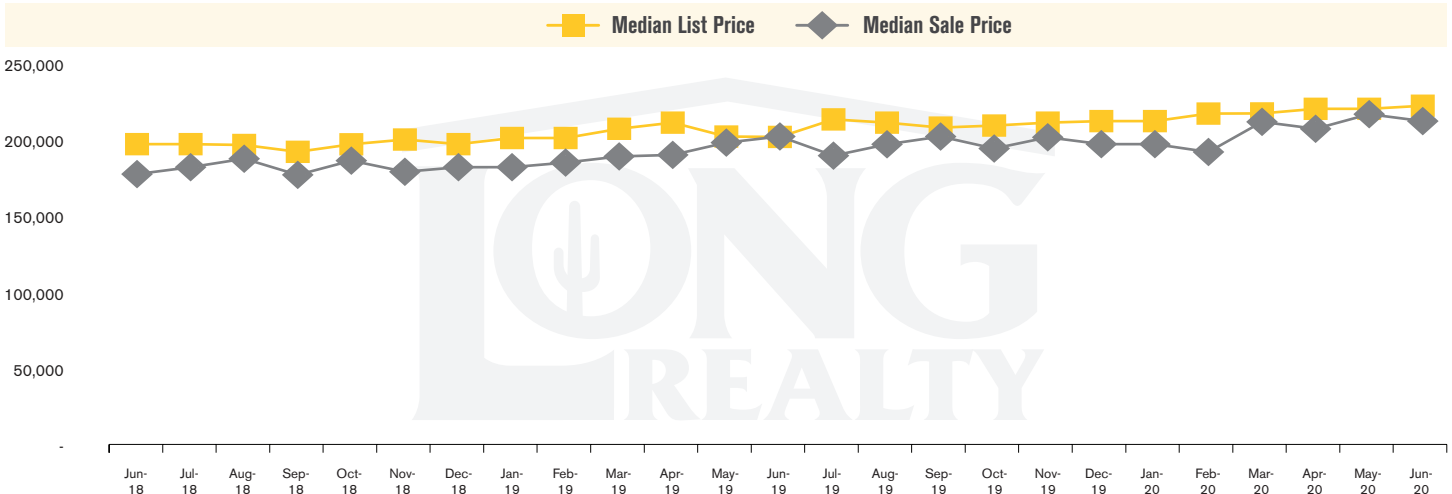
Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using Brokermetrics software.
All data obtained 07/06/2020 is believed to be reliable, but not guaranteed.

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MEDIAN SOLD PRICE AND MEDIAN LISTED PRICE (TUCSON EAST)

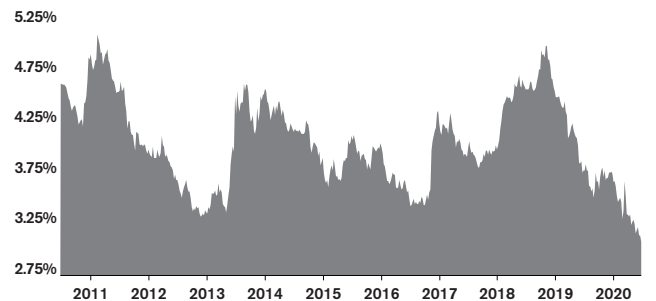


MONTHLY PAYMENT ON A MEDIAN PRICED HOME (TUCSON EAST)

Year	Median Price	Int. Rate	MO. Payment
2006	\$218,250	6.140%	\$1,261.82
2019	\$200,000	3.800%	\$885.32
2020	\$210,000	3.160%	\$858.41

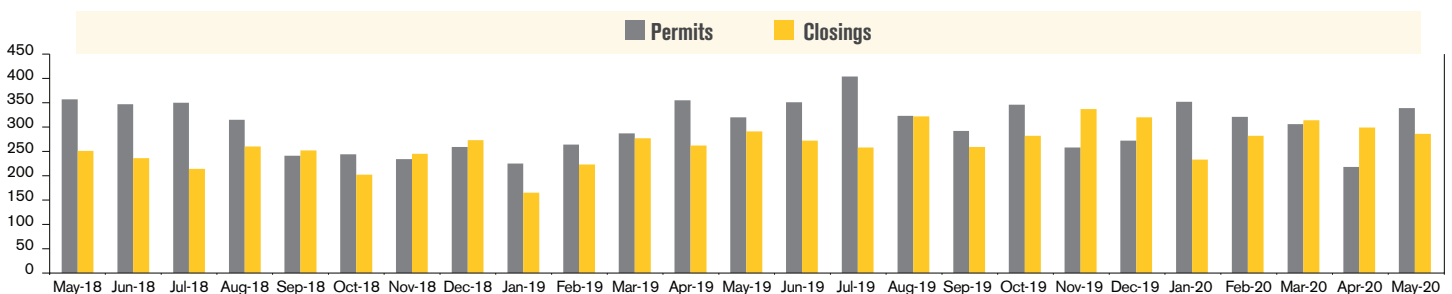
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS (TUCSON METRO)



Source: RLBrownReports/Bright Future Real Estate Research



For May 2020, new home permits were **up 6%** and new home closings were **down 2%** from May 2019.

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MARKET CONDITIONS BY PRICE BAND (TUCSON EAST)

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20			
\$1 - 49,999	3	0	5	1	1	1	1	3.0	3.3	Seller
\$50,000 - 74,999	1	3	0	0	1	0	2	0.5	2.7	Seller
\$75,000 - 99,999	4	6	6	6	0	6	3	1.3	1.9	Seller
\$100,000 - 124,999	1	2	7	9	4	3	7	0.1	0.6	Seller
\$125,000 - 149,999	8	9	10	8	9	8	8	1.0	0.8	Seller
\$150,000 - 174,999	6	18	22	17	24	17	14	0.4	0.4	Seller
\$175,000 - 199,999	8	25	26	35	32	22	45	0.2	0.5	Seller
\$200,000 - 224,999	14	23	19	32	28	24	45	0.3	0.6	Seller
\$225,000 - 249,999	24	10	12	29	22	25	27	0.9	1.1	Seller
\$250,000 - 274,999	7	5	8	14	10	13	15	0.5	0.8	Seller
\$275,000 - 299,999	6	3	9	13	6	7	11	0.5	1.4	Seller
\$300,000 - 349,999	7	3	4	4	5	8	4	1.8	1.5	Seller
\$350,000 - 399,999	7	0	3	4	1	4	4	1.8	2.7	Seller
\$400,000 - 499,999	3	4	0	2	1	3	2	1.5	2.3	Seller
\$500,000 - 599,999	2	2	0	2	1	1	2	1.0	2.8	Seller
\$600,000 - 699,999	3	0	0	3	2	1	0	n/a	3.0	Seller
\$700,000 - 799,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$800,000 - 899,999	1	0	0	0	0	0	0	n/a	n/a	n/a
\$900,000 - 999,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$1,000,000 - and over	4	0	0	0	0	0	0	n/a	n/a	n/a
TOTAL	109	113	131	179	147	143	190	0.6	0.9	Seller



Seller's Market



Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market



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Statistics based on information obtained from MLSSAZ and using Brokermetrics software on 07/06/2020. 3 month trend in months of inventory is the average of closed sales and active listing data from 04/01/2020-06/30/2020. Information is believed to be reliable, but not guaranteed.

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MARKET SHARE (TUCSON EAST)

Long Realty leads the market in successful real estate sales.

Data Obtained 07/06/2020 from MLSSAZ using BrokerMetrics software for all closed residential sales volume between 07/01/2019 – 06/30/2020 rounded to the nearest tenth of one percent and deemed to be correct.

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16.5%

Tierra Antigua Realty

14.6%

Realty Executives Tucson Elite

13.7%

Keller Williams Southern Arizona

9.1%

Exp Realty

6.7%

Coldwell Banker Residential Brokerage

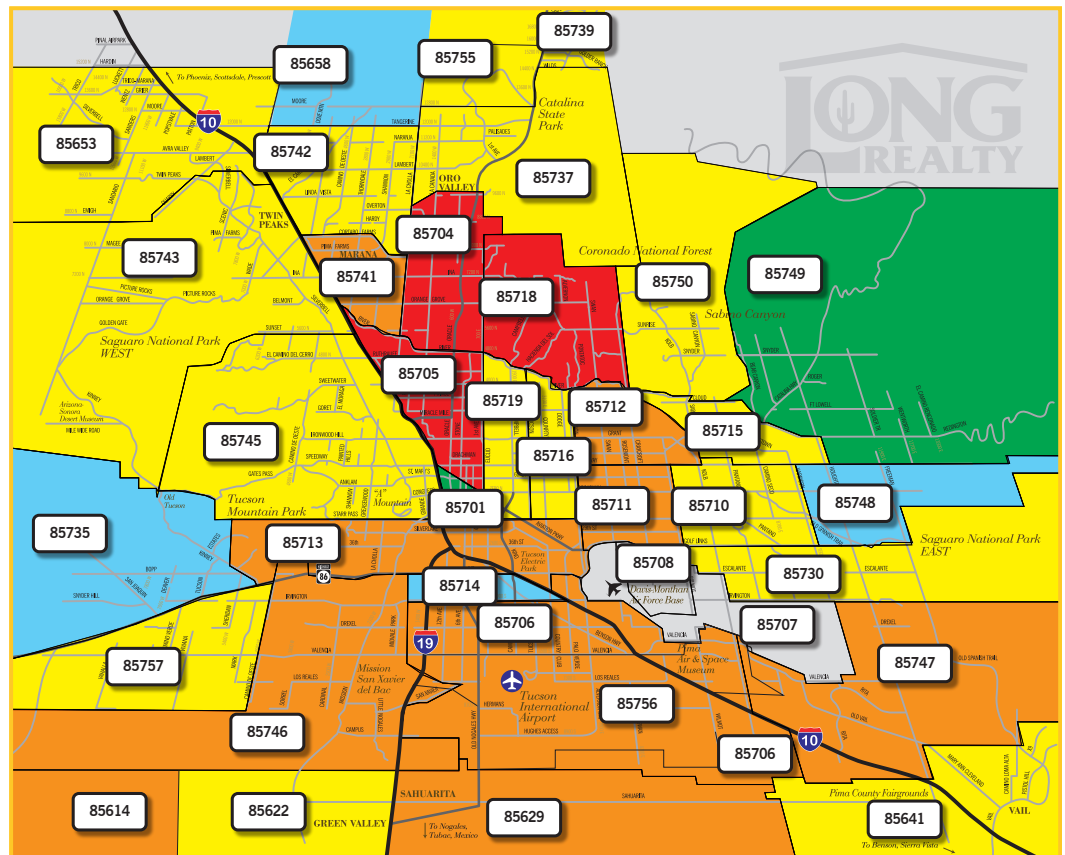
4.5%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

(APR 2019-JUN 2019 TO APR 2020-JUN 2020)

Real Estate remains very localized and market conditions can vary greatly by not only geographic area but also by price range.

Percentage of Change



PLEASE FEEL FREE TO CONTACT ME FOR A MORE IN-DEPTH ANALYSIS.

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This heat map represents the percentage of change in Tucson metro median sales prices from April 2019-June 2019 to April 2020-June 2020 by zip code. These statistics are based on information obtained from the MLSSAZ on 07/06/2020. Information is believed to be reliable, but not guaranteed.